

## U. S. EXPORTERS READY FOR CAMPAIGN

**EAGERLY START**  
**\$2,000,000,000**  
**TRADE QUEST**

Manufacturers Hope for a  
 Share in South American  
 Business.

**NATIONAL CITY BANK**  
**GETS MANY INQUIRIES**

Conferences on Commercial  
 Expansion Arranged,  
 Say Letters.

The suggestions made by Frank A. Vanderlip, president of the National City Bank, for developing with South America a great part of the \$2,000,000,000 trade that has been cut off between the countries to the south of us and Europe by the war are receiving quick response from manufacturers and exporters who are eager to enter the South American market.

In answer to more than 4,000 circular letters sent out by the National City Bank many merchants and manufacturers, it was learned yesterday, are seeking more information. It is reported that various chambers of commerce and groups of manufacturers will hold meetings this week in different parts of the country to discuss ways and means of getting their goods before South American and West Indian buyers. They have written to the National City Bank for more information as to the plans that Mr. Vanderlip outlined for interesting the South American buyers.

Mr. Vanderlip, aided by W. S. Kies, is arranging to develop American banking facilities in South America, thus blazing a path for his trade. The United States manufactures practically every sort of article that those countries need. In return, while South America has great quantities of grain, it also has an abundance of coffee, sugar, minerals and other products that are marketable here. The exchange should be profitable to both countries.

**Ships the Greatest Need.**  
 Charles R. Flint and other leading merchants and bankers discussed yesterday the opportunities for developing the trade with South America and emphasized the different things and the successful handling of the trade is dependent. It was pointed out that the first essential is a merchant marine. The second is to interest the South Americans in our goods, and that will be comparatively easy, because they must turn to this country now for supplies of manufactured goods. The third is to provide banking credits for the South American countries.

The National City Bank is undertaking the greater part of the burden. It is doing so because manufacturers and exporters have made appeal for some American bank to lead the way. Such a step now is possible under the new banking law, which permits national banks to have branches in foreign countries. Plans have been suggested by the National City Bank to apply to the Federal Reserve Board for permission to establish at least two branches in South America as soon as the law is ready to receive such applications.

The National City Bank, however, will not be merely a banking business. It already has two representatives in the field of commerce, not only in South America, but in Europe. The bank is endeavoring to work out a system by which bills of exchange between those countries and the United States can be dealt in freely.

**Cash Payment Demanded.**  
 American manufacturers have as a rule demanded cash payment when placing orders in ships at this port bound for South America. Germans and Englishmen, who had their agents in every important town and city in South America, and who thus obtained direct information about their buyers, were ready to extend credit from one month to six months. German banks and English banks were accustomed to extend credit to the manufacturers and exporters by discounting their bills of exchange. Such a system has not prevailed in this country.

The work which the National City Bank now is doing, however, will clear away many of the difficulties facing American manufacturers and exporters. The National City Bank will supply credit bills to Americans and will keep in touch with the different buyers. American banks will have knowledge of the makers of the bills of exchange and will be ready to discount them when indorsed by the American payees. The question, of course, is how far such a process is comparable to the Federal Reserve Board. Here, again, is an incident where the new banking system can prove of avail to American manufacturers and exporters.

The National City Bank is leading the way in this to solve the credit and banking problems confronting the American who would seize the opportunities now presented by the European war. The question of foreign bills of exchange, however, is only one element in that situation, but from the indications yesterday it seems certain that a united effort will be made to get a great part of the trade now shifted to the United States.

**Can Keep Trade Gained.**  
 Charles R. Flint, discussing the opportunities for trade with the Latin American countries, spoke of the importance of developing at American merchants and exporters. There is no doubt in his mind that the United States can profit greatly by taking South American trade and can keep that trade even after the war is over.

"Because of the war," said Mr. Flint, "exceptional opportunities exist for enlarging our trade with South America. Many of the vessels that have been taken to American ownership and to the United States flag. Such a policy may be opposed by some of our American competitors, but it would increase the available vessels flying the American flag. But American shipowners may ask for a monopoly of the coastwise trade."

## MEAT ADVANCES TWO CENTS AS ALL FOOD PRICES SOAR

Wholesalers Blame Scarcity of Live Stock for Big Increase—Flour, Coffee and Sugar Also Jump Following Cessation of European Shipments

Butchers were dazed yesterday when wholesalers took another twist in meat prices and demanded on an average of two cents increase a pound on practically all kinds of meats.

There was absolute uniformity in the prices asked by all packing houses, which led the retailers to suspect that at least the packers had agreed not to disagree about anything. The jumping of wholesale rates naturally increased retail prices, and butchers alone were compelled to face the music with their customers.

It was noticeable, butchers say, that the greatest increases were on the least desirable cuts. Shoulder of mutton, for instance, which formerly cost eight and nine cents a pound wholesale, went up to 14 cents a pound.

Retailers explain that packers realize that when prices of more expensive grades are advanced housewives will be distressed as apt to buy the cheaper kinds of meat. So they raise the price on those cuts on which there will be the greatest demand.

**Scarcity in Live Stock.**  
 The plea was made by the wholesalers that the advances were necessary because of the scarcity of live stock.

It was reported in Chicago that the scarcity was the greatest in twenty years. There were 27,000 head of cattle and 117,000 fewer hogs delivered last week at Western packing centers than the preceding week, but there was an increase of 15,000 sheep.

Here are some of the prices that a Washington Market butcher was asked to pay wholesalers yesterday for his supplies: Lamb, 18 to 20 cents a pound; mutton, 18 to 20 cents a pound; beef, 18 to 20 cents a pound; pork, 18 to 20 cents a pound; corn, 18 to 20 cents a bushel; wheat, 18 to 20 cents a bushel; flour, 18 to 20 cents a barrel; sugar, 18 to 20 cents a barrel; coffee, 18 to 20 cents a barrel.

The wholesalers declined to receive orders for more than a week in advance, indicating that further advances may be exacted in the near future.

"If things keep up at this rate," said a retail butcher to a Sun man, "it simply means that the average housewife will be in the same position as the foreigner, who is able to have meat on his table only once a week. The packers have us absolutely at their mercy, and we have to stand the brunt of it. As we are the men who come in contact with the consumers, the people who have to pay, it is everybody's duty to know, the retailers, the wholesalers, the exporters, who are cheap, and we are able to do a big business."

also the figures of the exports of this country to South America and the West Indies. The volume of business that will be obtainable, provided that the same facilities are extended to Latin America which have been extended to those countries by the belligerent countries.

**Give Same Facilities.**  
 "It would be reasonable to suppose that we should get trade to the extent that the exports of the belligerent countries have been cut off. Such a step now is possible under the new banking law, which permits national banks to have branches in foreign countries. Plans have been suggested by the National City Bank to apply to the Federal Reserve Board for permission to establish at least two branches in South America as soon as the law is ready to receive such applications."

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volume of business. That's the time when we can make money."

Chuck roast, the poorest of roast beef, is now retailing at 18 and 20 cents a pound, and pork chops, once the "poor man's meat," are selling at 25 cents per pound.

The European war is causing an increase in the price of several staple food commodities, and many of the retailers agree that there is apparently no justification for the increase.

The miller has increased the price of flour, because the price of wheat, of which there is a bumper yield, has advanced. Coffee has advanced because ships are not making trips across the Atlantic and fresh supplies are being awaited from Brazil, which is not having a holiday. Sugar also has taken a rise.

Flour is now retailing at \$7.25 a barrel, an increase of 50 cents since July. Granulated sugar is selling at 6 cents per pound, retail, an advance of 2-3 cents. Coffee has increased about 2 cents per pound.

Imported foodstuffs and table delicacies have advanced all along the line for the simple reason that new consignments are not coming in because of the war.

**Imported Foods Soar.**  
 The retail quotations by one of the biggest New York houses show what has happened to prices of imported articles:

Pine boneless French potatoes, 42 cents a tin, an increase of 4 cents; English rawhide and raspberry jam, 32 cents a glass, 4 cents more; Stilton cheese, 75 cents a pound, increase of 10 cents; Yarmouth bladders, 35 cents a tin, 5 cents increase; finest quality of French and Italian macaroni, 15 cents a tin, 14 cents increase; increase of 2 cents; French olive oil, 75 cents a bottle, increase of 5 cents.

The French and German mineral waters have advanced.

It is problematical what the prices of the future on imported foodstuffs may be. Future prices all depend on the time when shipping will be free on the Atlantic and cargoes will come again to us from European ports.

But as far as domestic articles of food are concerned it is generally agreed that there is a shortage of supply. Consequently, because less quantities are being shipped abroad. Consequently there ought to be an increased supply to meet the demand at home.

There is a shortage of tin in the American market. London has placed an embargo on tin and there is fear that tin plate factories here may be affected. This means, experts say, that prices of canned vegetables, fruits, etc., will go up soon.

## STRICTER CUSTOMS INSPECTION ORDERED

Sharp Watch to Be Kept for Suspicious Cargoes and Passengers.

Collector of the Port Dudley Field Malone visited yesterday Capt. Rush of the battleship Florida, anchored off the island, to talk over methods of preventing any violation of the neutrality laws by foreign vessels leaving New York. They talked over the rules and decided that no ship that came to New York harbor should be permitted to leave without a strict inspection of the cargo and passengers.

Any ship could carry arms or ammunition or coal, but no ship should be permitted to take out war material or coal with the intention of supplying war vessels off the coast, it was decided.

After the conference the Collector sent out this to all men under his command:

"Because of the European exigency it will be necessary for all the men of the service to exercise every proper care and precaution to protect the customs revenue. As a consequence, any person about whose integrity of purpose there are any proper suspicions or who is treated by the customs officials with the most expeditious examination and with every sympathetic consideration."

The officers of the government in the port of New York are to be told in order to protect properly the revenue. But, on the other hand, by the exercise of sympathetic judgment, they are requested by me to add no needless circumstance of annoyance to the inconvenience to the returning American citizens and travelers from abroad."

There were other things than the mere violation of the customs laws that interested the Collector in talking with Capt. Rush, and, later, go to Philadelphia and confer with Collector Berry. It is said these things were related to an alleged effort of certain German ships to get out of the harbor with guns that the ships might mount later and make an effort to capture and destroy French and English merchant vessels.

As there is no port on this side of the sea where German ships may find their prizes they will be forced, under instructions from the German Admiralty, to destroy the prizes, taking off all hands before doing so and landing them at the nearest port.

**WAR CUTS CUSTOMS HERE.**  
 Government Revenue Feels Effect of Ship Temp.

The Customs House is beginning to feel the effect of the withdrawal from transatlantic service of the great German fleets of cargo carriers and the improvement of other lines into the British service as transports or auxiliary cruisers. The total customs receipts yesterday were \$18,722.14, and only \$2,609.42 of this was from across recently landed. All the rest, \$16,112.72, represented duty paid on withdrawals from bonded warehouses.

It was said at the Collector's office that the temp of the merchant fleets had begun to have its effect on the revenue of the port and that the proportion of withdrawals was abnormal.

There are about \$64,000,000 worth of dutiable materials in the bonded warehouse. This is being withdrawn to meet the demand of consumers. Should the great steamships continue tied up the bonded goods will be exhausted soon and the port will have to look elsewhere for revenue than to the cargoes brought in chiefly in foreign bottoms.

## TO SEPARATE MAILS OF THE BELLIGERENTS

Postmaster-General Tells Austrian Ambassador of the Methods Pursued.

**STEPS TO PREVENT DELAY**  
 Letters for Austria-Hungary and Germany Sent by Dutch and Italian Liners.

WASHINGTON, Aug. 10.—The Austrian Ambassador has called the attention of the State Department to the inconvenience, loss and trouble which would result from the interruption of direct mail shipping between the United States on the one hand and Austria and Germany on the other. If given to English lines, the Austrian Ambassador said, the mails to Austria and Germany would be held in England.

The Postmaster-General, to whom the matter was referred, replied that the Department had already issued orders that all mail going to Austria-Hungary and Germany addressed via Rotterdam be despatched by Dutch liners unless it could be more expeditiously sent by other liners.

Since the declaration of war between Germany and Austria-Hungary mail sent on British ships. On Saturday a heavy bulk of Austrian mail was despatched by the neutral Italian liner Etruria, and an additional Austrian-Hungarian mail will be forwarded tomorrow by both Dutch and Italian vessels.

The steamship Rotterdam of the Dutch Line, sailing at 1 P. M. tomorrow, will carry mail for Germany and the Netherlands, via Rotterdam. The steamship Ancona, Italian Line, sailing for Naples and Germany tomorrow morning, will take Italian and Austrian-Hungarian mail.

In concluding his reply to the request by the Austrian Ambassador as transmitted by the Secretary of State the Postmaster-General said:

"Indirect measures to see that mail originating in the United States for all countries be despatched by the steamship line which will most expeditiously deliver the mail at its destination. Yesterday afternoon the United States left New York. It had all been despatched."

The Adriatic, which sailed last night, carried British and French mail. Mails for Norway and Sweden will go out tomorrow by the Boreas of the Norwegian-American Line.

## "TREASURE SHIP" GOLD HERE.

Bankers Have Hard Time in Reclaiming Their Millions.

The \$10,000,000 in gold which was taken to Europe on board the Kronprinzessin Cecilie, which put into Bar Harbor to escape capture by English cruisers, together with \$3,000,000 in silver bars, which formed a part of the liner's cargo, were turned to New York yesterday. The metal was received at the Central station from Bar Harbor by way of the American Express Company's service and was carried to the financial district in several trucks, which were guarded by heavily armed men.

Because of technicalities caused by the shippers of the metal being unable to obtain all of the documents which accompanied the gold and silver, the entire \$13,000,000 was carried around the financial district for most of the afternoon. After many conferences the steamship company officials agreed to permit the shipment to be deposited in a "neutral" institution, and the Sub-Treasury was selected.

In the afternoon the Guaranty Trust Company, which had shipped \$2,000,000, obtained the necessary documents and that sum in gold coin was wheeled out of the Sub-Treasury, loaded into the trucks and carried to the Guaranty Trust Company's vaults. Many curious persons watched the transit of the gold through the streets.

Since the gold has been delivered to Europe nearly two weeks have elapsed and the loss in interest to the shippers has been considerable. It is estimated that it will total \$50,000.

## MAIL FOR GERMAN WAR ZONE.

Italian Liner Ancona to Carry Many Sacks Today.

The only mail steamship for Continental Europe today is the Italian liner Ancona, which will land many sacks of mail matter at Naples for transportation to the various countries. The mail will be segregated German zone.

Burns, manager in the city for the Red Star Line, Kroonland, flying the American flag, on Saturday morning.

**BIG COAL DEMAND.**  
 Shippers Here Seeking Means of European Delivery.

Shippers who send coal abroad were considering yesterday the difficulties involved in the transportation of the coal by railroads for coal for the Mediterranean ports, to which 1,000,000 tons of coal is exported annually from this country. The largest part of the coal supplied to these countries in the past came from England.

Owing to England becoming involved in the war, it was said, America is looked to by these countries as the principal source of supply, but the difficulty of finding vessels in which to send the coal is a serious problem for the shippers.

Burns, Curran & Hurtt, coal exporters, said yesterday that a new situation was created by the present war, which was probably unprecedented in the history of the world. This country usually ships a great deal of coal to South American countries and the West Indies, to which England had also been sending large quantities for many years.

"Up to the present," he said, "no difficulties have been put in the way at Hampton Roads or other places where coal is loaded for South American ports. No one can tell what a day will bring forth, but the shippers here will find the bottoms in which to ship coal, I am convinced."

If the demand becomes urgent, as no doubt it will, the coal will be shipped in c. o. b. and the consignees will be glad to assume all risks after the coal is shipped. Part of the contract for the Mediterranean ports were shipped before the European war began."

## TWO CUNARD LINERS TO BE SCOUT SHIPS

Mauretania and Lusitania Will War on German Trade as British Cruisers.

**SWIFTEST BOATS ON SEA**  
 Will Carry Twelve 6 Inch Guns, but Will Depend Chiefly on Their Speed.

The two swiftest merchantmen on the seas, the Cunarders Mauretania and Lusitania, may be in commission as commerce destroyers and scout ships within a week. Although they may not find a single German liner on the Atlantic, they may overhaul and capture a dozen or more freighters and oil carriers, unequipped with wireless, whose skippers will marvel when they are in tow at the strange sea changes of a few weeks.

The Mauretania is fitting out at Halifax, and the Lusitania, according to messages received yesterday on this side of the sea, is nearing Fishguard, where she will land passengers for London and then proceed to Liverpool. She will be transformed into an auxiliary even swifter than all the Mauretanians at Halifax, and will start seaward immediately to smash or capture all merchantmen of opposing powers.

Callers at the Cunard office yesterday expressed sympathy for the line in the loss of its patronage this month and the prospective loss in the fall through the shutting off of transatlantic traffic to the westward. The officials smiled at the prospect, remarking that the Cunard racers stood to win much more than they might have taken in as mere liners.

The Mauretania and Lusitania were built with \$13,000,000 lent to the line by the British Government. The line paid a nominal interest on the loan and has received since from the Government \$150,000 a year as a mail subsidy, felicitously called a "subvention."

It was said at the time of the building of the racers that there was little probability of there ever being a chance of their entrance into war service; but the Government appeared to suspect otherwise, and that is why the Cunard line rejoices.

The German Government had hoped to fit out the huge Vaterland, now at dock at Hoboken, as an auxiliary cruiser in time of war; but the war came too soon for her, and it is improbable that she ever will get away from this port before the war is over.

The Mauretania and Lusitania were constructed especially as auxiliaries under the supervision of the British Admiralty. Their machinery is all under the water, and their coal bunkers are arranged so as to protect the engines. Shells might pierce half a dozen planks and the hulls of the mammoth greyhounds would not be so badly wounded as to cause them to founder.

They will not depend when encountering war vessels on the guns that they are equipped with, twelve six inch quick runners, but on their ability to outfoot the enemy. They can weave the liveliest wake ever foaming astern of a merchantman, covering under stress more than 27 knots.

The steering gear and rudders of the two Cunarders are protected sufficiently to prevent the probability of any ordinary warping doing them harm except at close range. The regular commanders of both ships will be superseded by naval men, but will act as navigating officers, and what a Captain does not know of the Atlantic is hardly worth mentioning.

The Cunard steamships in service are sailing to destination as serenely as if there were no hostile cruisers on the Atlantic. The Ivernia, which sailed from Gibraltar on Saturday morning, is plugging along for Sandy Hook and may be here on Tuesday. The Laccania, which sailed from Liverpool on Saturday, is scheduled to get here about Monday.

The White Star liner Cedric, from Halifax, was reported yesterday afternoon picking her way through fog and is expected here this morning.

## SOCIALISTS CAN'T TALK PEACE.

Refused Jersey City Park for Big Demonstration.

A Harry Moore, director of parks and public property in Jersey City, yesterday refused the request of the central committee of the socialist party for a permit to hold an anti-war meeting in River-view Park next Saturday afternoon. He said that if he permitted the demonstration he would be acting contrary to the declaration of President Wilson that the United States must maintain its neutrality.

The socialists were planning a big mass meeting, with George R. Kirkpatrick of the Rand School of Social Science as the principal speaker. He was scheduled to discuss "War—What For?"

## Particularly addressed to Lawyers

The Equitable Building is especially desirous of securing lawyers as tenants—lawyers who practice alone, and law firms that combine many legal minds in one organization.

One of the features of the Equitable Building will be a law library of several thousand volumes—but that is only one of a hundred considerations why the Equitable Building is the logical location for members of the distinguished legal profession.

Leases now being made from May 1, 1915. The building, however, is due to be completed 2 or 3 months ahead of that date.

**Equitable Building**  
 Temporary Office, 27 Pine Street

## 500 RESERVISTS SAIL AWAY FOR HOLLAND TO SANTO DOMINGO

Rotterdam Leaves Early To-day With Fighting Men—Some English.

Ex-Gov. Fort, James M. Sullivan and Portsmouth, N. H., Lawyer Go to Republic.

WASHINGTON, Aug. 10.—Another attempt is to be made by the United States to set up in the revolution ridden Dominican Republic a government which will be accepted by all factions. An announcement was made to-day that a special commission has been appointed to go to Santo Domingo city and present to the Government in power and the revolutionist leaders the plans of President Wilson for bringing internal strife to an end. The commission consists of ex-Gov. Franklin Fort of New Jersey, Charles C. Smith, lawyer of Portsmouth, N. H., Victor F. Blodier and George A. Berger.

Announcement of the appointment was delayed until after commissioners left for Key West. They will sail for Havana, then go by rail to Santiago and there land a naval vessel for Santo Domingo city. It is expected they will reach the Dominican capital on Saturday.

The United States Government brought about an armistice last week. An extension of this armistice will be one of the first things the commission will seek. Then it will propose the establishment of a provisional Government to be supported by all factions pending elections for members of Congress and President, in accordance with the constitution of the republic. It is believed the commissioners have authority to offer United States assistance or supervision in the conduct of the elections so as to assure absolute fairness.

This is the second time in two years that the State Department has attempted to set up a Government in Santo Domingo. Two years ago a commission was despatched to stop a revolution and bring about a compromise Government. This effort resulted in a cessation of fighting and the installation of Archbishop Noel, an eminent and respected man, in the presidency.

Dissatisfaction developed, however, and the Archbishop, disgusted with the political leaders, was surrounded and seized for his personal safety, gave up the job and fled to Europe. He was succeeded by President Bordaberry, the incumbent, who is charged with holding office. Hearty in that he is continuing beyond what was held to be his legal term. The State Department has not committed itself on the loyalty of Bordaberry's tenure beyond June 1.

## MAY BE HELD AS SPY.

Prof. David Todd of Amherst Was Making Maps in Russia.

The Aero Club of America and Amherst College are trying to locate Prof. David Todd, who is supposed to be in Russia. Prof. Todd went to Russia to make photographs of an eclipse of the sun from the latter part of this month. The last letter from him was dated Libau, July 6, and came to Henry Woodhouse of the Aero Club here.

Prof. Todd was also a member of the Aero Club's world map committee and was to bring several European maps to this country on his return. It is feared that the Aero Club that he may meet with vice-chairman of the map committee, who was arrested and searched at Nuremberg, Bavaria, and was thrown in prison for having aeronautical maps.

The Aero Club telegraphed Secretary of State Bryan yesterday asking him to interfere to locate Prof. Todd. The German Ambassador, Count von Bernstorff, wired the Aero Club yesterday that he had no communication with Germany and could do nothing.

**WAR MENACES MORE SHOPS.**  
 Other Factories Threaten to Close Because of Temp.

Thousands of longshoremen and teamsters have been thrown out of employment by the steamship tieup, and several factories have closed on account of the European war. The tide longshoremen of Hoboken are disgruntled because the Hamburg and Bremen steamship lines have not employed them as watchmen. They will present resolutions to the companies asking that they be given the jobs of the extra watchmen recently put on duty at the piers.

About 50 per cent of the teamsters who do trucking to and from the piers in New York have been laid off.

HACKETTSTOWN, N. J., Aug. 10.—The Lackawanna Leather Company is running on part time because the supply of raw leather and dyes has been cut off on account of the European war. The American Sawmill Machinery Company closed Saturday. Other factories are threatening to close if the war continues.

**GEO. C. FLINT CO.**  
**and**  
**R. J. HORNER CO.**  
**SUBSTANTIAL REDUCTIONS**  
**10% TO 50%**  
 Will be offered during the month of August as the combined two stocks of  
**FURNITURE DECORATIONS RUGS**  
 make it imperative that they be greatly reduced to make room for our New Fall Styles arriving daily.  
**Flint & Horner Co. Inc.**  
**20-26 West 36th St., New York**